

Peter Ronald Belmi
Darden School of Business
University of Virginia

ACADEMIC APPOINTMENT

Assistant Professor 2015-
Darden School of Business, University of Virginia

EDUCATION

Stanford Graduate School of Business PhD 2015
Major: Organizational Behavior

San Francisco State University MS 2010
Major: Industrial-Organizational Psychology

Ateneo de Manila University BA 2007
Major: Psychology

AWARDS AND HONORS

Outstanding Teaching Recognition (top 10%), Darden School, University of Virginia (2016-2017)
Nominee, Outstanding Faculty Award, Darden Business School, 2017
Nominee, Diversity Faculty Award, Darden Business School, 2017
Best Symposium Award, Academy of Management OB Division, 2017
Nominee, Organizational Behavior Division Junior Faculty Workshop, 2017
Participant, Organizational Behavior Junior Faculty Workshop, 2017
Best Article Award, Academy of Management Discoveries 2016
Outstanding Teaching Recognition (top 10%), Darden School, University of Virginia (2015-2016)
Center for Decision Research Independent Research Grant, University of Chicago 2015
OB Department Nominee, AOM Doctoral Consortium 2014
DARE Fellow Alternate, Stanford Office of the Vice Provost for Graduate Education 2013
Best Paper Award, Excellence in Ethics Research Conference 2013
Outstanding Research Award, Society for Personality and Social Psychology 2012
Clara Mayo Grant, Society for the Psychological Study of Social Issues 2011
Distinguished Graduate Student Award, San Francisco State University 2010

RESEARCH INTERESTS

Inequality and Hierarchies
Power, Status, and Social Class
Intergroup Relations and Lay Theories

PUBLICATIONS

Belmi, P. & Laurin, K. (2016). Who wants to get to the top? Class and lay theories about power. *Journal of Personality and Social Psychology*, *111*(4), 567-584.

**Selected media mentions: The Boston Globe, Insight (United Kingdom), The Financial Times

Belmi, P. & Pfeffer, J. (2016). Power and death: Mortality salience increases power-seeking while feeling powerful reduces death anxiety. *Journal of Applied Psychology*, *101*(5): 702-720.

**Featured article

**Selected media mentions: The Boston Globe, The Stanford Report

Belmi, P. & Pfeffer, J. (2015). How 'organization' weakens the norm of reciprocity: The effects of attributions for favors and a calculative mindset. *Academy of Management Discoveries*, *1*, 36-57.

**Best Article Award, Academy of Management Discoveries 2016

**Selected article for the inaugural issue

**Selected media mentions: The Wall Street Journal, Bloomberg Business

Belmi, P., Barragan, R., Neale, M., & Cohen, G. (2015). Threats to identity can trigger social deviance. *Personality and Social Psychology Bulletin*, *41*(4), 467-484.

**Best Paper Award, Excellence in Ethics Conference 2013

**Outstanding Research Award, SPSP 2012

**Winner, Clara Mayo Grant, SPSSI 2011

**Selected Media Mentions: Vox.com

Belmi, P. & Neale, M. (2014). Mirror, mirror, on the wall, who's the fairest of them all? Thinking that one is attractive increases the tendency to support inequality. *Organizational Behavior and Human Decision Processes*, *124*(2), 133-149.

**Selected media mentions: The New Yorker, Vox.com, Priceonomics, Financial Times, Calcalist, Yahoo News, Harvard Business Review Blog, Allure Magazine, The Daily Mail, Huffington Post, Public Radio International, Bustle

MANUSCRIPTS INVITED FOR REVISION AND UNDER REVIEW

Belmi, P., Raz, K., Neale, M., & Thomas-Hunt, M. (invited revision). Topic: Discrimination in the elite labor market. *Administrative Science Quarterly*.

Belmi, P., & Pfeffer, J. (invited revision). Topic: Reward interdependence and interpersonal choice. *Journal of Organizational Behavior*.

Belmi, P., & Neale, M. (under review). Topic: Class-based inequality. *Journal of Personality and Social Psychology*.

Belmi, P. & Schroeder, J. (under review). Topic: Objectification. *Journal of Experimental Psychology: General*.

Belmi, P. & Laurin, K. (under review). Topic: Social class and time management. *Organizational Behavior and Human Decision Processes*.

RESEARCH IN PROGRESS

Belmi, P., Phillips, T., & Laurin, K. (near submission). Lay theories of advancement and motivated construals of merit. *Journal of Personality and Social Psychology*.

Belmi, P. (data collection in progress). How a target's status moderates an evaluator's preference for potential and its implications for the maintenance of inequality.

Belmi, P. & Schroeder, J., Jun, S., & Baker S. (data collection in progress). Decoding the alt-right: Lay people's views of the alt-right do not match the alt's right descriptive profile.

Belmi, P. & Koval, C., & Han, I. (data collection in progress). Should I trust this feedback? First-generation individuals are distrustful of critical feedback from managers with entity mindsets.

Han, I., **Belmi, P.**, & Thomas-Hunt, M. (data collection in progress). Social class and network utilization: First-generation individuals seek advice depending on their perceptions of their manager's mindset

Baker, S., Hernandez, M., **Belmi, P.**, & Detert, J. (data collection in progress). The effects of overconfident leaders on team processes and outcomes.

Belmi, P. & Phillips, T. (theory formulation stage). Lay theories of advancement and support for paternalism.

Belmi, P. & Jun, S. (theory formulation stage). Understanding lay theories of gender progress and inequality.

Belmi, P. & Thomas-Hunt, M. (theory formulation stage). Integrating perspectives on power and attachment theory.

PRACTITIONER PUBLICATIONS

Belmi, P. (2017). Getting ahead at work: Social class divide, power and office politics. *HR Zone*

Belmi, P. & Black, C. (2016). Power and social advantage: The vicious cycle and what to do about it. *Darden Ideas to Action*.

Belmi, P. & Bowers, K. (2016). The meaning of demeaning: Social identity threats and deviant behavior. *Darden Ideas to Action*.

CASE STUDIES AND TEACHING MATERIALS

Belmi, P. & Yemen, G. (2017). Oliver North and the Iran-Contra Deal: The Good, the Bad, the Ugly. *Darden Business Publishing*.

Belmi, P. & Yemen, G. (2016). Bryanboy. *Darden Business Publishing*.

CHAired SYMPOSIA

Inequality as barriers to finding meaning: Some causes, consequences, and challenges of inequality. (2016). *Academy of Management Conference*, Anaheim, California. (co-chair with Juliana Schroeder, Haas School of Business)
**Showcase symposium

Some consequences of having too much: The psychology of advantage. (2015). *Society for Personality and Social Psychology Conference*, Anaheim, CA. (co-chair with Taylor Phillips, Stanford Graduate School of Business)

Bad leaders: Why they persist and how followers strive to overcome them. (2015). *Academy of Management Conference*, Vancouver, Canada. (co-chair with Nathaniel Nakashima, Stanford Graduate School of Business)
**Showcase symposium

The power of words: Social-psychological research and interventions for empowering members of historically disadvantaged groups. (2014). *Academy of Management Conference*, Orlando, FL.
** Featured Symposium for the All Academy Theme.

Eat, drink, and be merry, for tomorrow, we negotiate!. (2012). *Academy of Management Conference*, Boston, MA.

CONFERENCE PRESENTATIONS

Belmi, P., Phillips, T., & Laurin, K. (2017). Lay theories of advancement and motivated construals of merit. *Academy of Management Conference*, Atlanta, GA.

Schroeder, J. & **Belmi, P.** (2017). "Human" resources: Organizational contexts promote objectification. *Academy of Management Conference*, Atlanta, GA.

Belmi, P., Raz, K., & Neale, M. (2016). A hiring bias against underrepresented minorities from low socio-economic backgrounds. *Academy of Management Conference*, Anaheim, CA.

Belmi, P. & Laurin, K. (2016). Seeing time as a precious resource: The role of merit beliefs and optimism on time management. *Academy of Management Conference*, Anaheim, CA.

Schroeder, J. & **Belmi, P.** (2016). Perceiving people as resources or relations? Organizational contexts promote objectification. *Academy of Management Conference*, Anaheim, CA.

Belmi, P. & Laurin, K. (2016). Who wants to get to the top? Social class and lay theories about power. *Society for Personality and Social Psychology Conference*, San Diego, CA.

- Belmi, P.** Pfeffer, J. & Neale, M. (2015). Theory and evidence that the upper class think of time as money. Poster presentation, *Society for Personality and Social Psychology Conference*, Long Beach, CA.
- Belmi, P.** & Laurin, K. (2014). Who wants to get to the top? Social class and lay theories about power. *Academy of Management Conference*, Philadelphia, PN.
- Belmi, P.** & Neale, M. (2014). Can eating with the enemy lead to higher value deals? Testing two competing perspectives on food sharing. *Society for Personality and Social Psychology Conference*, Austin, TX.
- Belmi, P.**, Cortes, R. & Cohen, G. (2013). Threats to identity can trigger social deviance. *University of Notre Dame Excellence in Ethics Research Conference*, South Bend Indiana, CA.
- Belmi, P.** & Neale, M. (2013). Thinking that one is attractive increases the tendency to legitimize social hierarchies. *Academy of Management Conference*, Orlando, FL.
- Belmi, P.** & Neale, M. (2012). Can eating with the enemy lead to higher value deals? Testing whether food sharing leads to value creating. *Society for Personality and Social Psychology Conference*, New Orleans, LA.
- Belmi, P.** & Neale, M. (2012). Can eating with the enemy lead to higher value deals? Testing whether food sharing leads to value creating. *Academy of Management Conference*, Boston, MA.
- Belmi, P.**, Cortes, R. & Cohen, G. (2012). Threats to identity trigger social deviance. *Society for Personality and Social Psychology Conference*, San Diego, CA.

INVITED PRESENTATIONS

University of Virginia, Department of Physical Medicine and Rehabilitation, October 2017
University of Virginia, Unsolved Business Mysteries, April 2017
University of Virginia, Graduate Women in Business at Darden, September 2016
University of Virginia, Department of Physical Medicine and Rehabilitation, May 2016
Duke University, Fuqua School of Business, May 2016
University of Virginia, Department of Psychology, February 2016
University of British Columbia, Sauder School of Business, December 2014
University of Washington-Seattle, Foster School of Business, December 2014
University of Virginia, Darden Graduate School of Business, December 2014
University of Utah, David Eccles School of Business, November 2014
Cornell University, Industrial Labor Relations School, November 2014
University of Texas-Austin, McCombs School of Business, November 2014

TEACHING EXPERIENCE

University of Virginia, Darden School of Business

GBUS 7619 Paths to Power (First-Year Leadership Elective)

2016: instructor rating: 5.00/5.00; course rating: 5.00/5.00, 65 students

2017: instructor rating: 4.90/5.00; course rating: 4.83/5.00, 68 students

GBUS 7619 Paths to Power (Second-Year Leadership Elective)

2017: instructor rating: 5.00/5.00; course rating: 5.00/5.00, 66 students

GBUS 7341 Leading Organizations (First Year Core Course)

2016: instructor rating: 4.82/5.00; course rating: 4.62/5.00, 66 students

GBUS 9858 Doctoral Seminar on Leadership: The Social Psychology of Organizations

2015: instructor rating: 5.00/5.00; course rating: 5.00/5.00, 6 students

Stanford University, Graduate School of Business

Getting More of What You Want: Creating and Claiming Value in Negotiations, Workshop, Spring 2014

OB 377 Paths to Power, MBA Course, Winter 2012-2014

OB 205 Managing Groups and Teams, MBA Course, Fall 2012-2014

OB 289 Negotiations, Sloan MBA Course, Summer 2012-2014

INDUSTRY EXPERIENCE

Consultant / Research Advisor, Entrepreneurial Finance Lab (www.efglobal.com)

June 2015 – Present

Risk-assessment firm that specializes in using psychometric tools to gain a deep quantitative understanding of individual risk and consumer financing

Project Supervisor & Data Analyst, Population Research Systems (www.fscgroup.com)

August 2009- June 2010

Survey research and consulting firm specializing in data collection and data analysis to support corporate decision-making and public policy development.

Marketing and Project Coordinator / Researcher, Paragon Strategies (www.paragonstrategies.com)

June 2007 – August 2009

Management consulting firm that specializes in employee training and organizational development

MENTORING/ADVISING

Jordan Axt, University of Virginia, Department of Psychology (Committee Member)

Inhyun Han, University of Virginia, Darden Business School (Committee Member)

Scott Baker, University of Virginia, Darden Business School (Committee Member)

PROFESSIONAL AFFILIATIONS

Academy of Management (*AOM*)
Society for Personality and Social Psychology (*SPSP*)
Society for Industrial-Organizational Psychology (*SIOP*)
Society for the Psychological Study of Social Issues (*SPSSI*)

AD-HOC REVIEWER

Academy of Management Journal (*AMJ*)
Journal of Experimental Social Psychology (*JESP*)
Organizational Behavior and Human Decision Processes (*OBHDP*)
Personality and Social Psychology Bulletin (*PSPB*)
Evolutionary Behavioral Sciences (*EBS*)

REFERENCES

Margaret Neale
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Stanford Graduate School of Business
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Jeffrey Pfeffer
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Melissa Thomas-Hunt
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Department of Organizational Behavior
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